BIG ENTERPRISE

International TelephoneCompany a Departure.

STRONGLY ORGANIZED

ITS SERVICE COSTS TWO CENTS PER CALL.

Plant Will Turn Out One Thousand Appliances a Day-Authorized Capital at \$200,000,000.

The growth of the telephone business of the United States is one of the most remarkable features in the history of the

At the centennial exposition held in Philadelphia in 1876 the telephone was exhibited more as a scientific toy than anything else, and but a dozen years ago he would have been a bold man who would have ventured to predict for that period the progress that has actually been recorded. An organization which from now on is destined to play a leading part in this field is the International Telephone Company of America, which was recently incorporated for the purpose of installing a system of telephone service that is bound to revolu-

tionize existing methods. This company purposes to place telephone service on the same basis as letters-that is, two cents per call. When this is understood some idea of the immense possibilities in the company's operations will be gained. The company will be capitalized at \$1,000,-000, which will be increased \$200,000 in the near future. Besides this there will be an issue of \$100,000,000 of 5 per cent fifty-year controlling a telephone system of the most extraordinary proportions and capabilities. It is intended by this company to revolu-

tionize the telephone business of the entire country, and will make enormous profits for those who are fortunate enough to secure the stock of the company. When one considers the enormous figures mentioned above, it is only by noting the names of those connected with the enterprise that it is understood how such a vast undertaking can be brought to a successful issue. That it will be done, however, cannot be doubted, with such men, nothing seems impossible, and their names are a guarantee that everything proposed will be brought an issue that will be satisfactory to all that are inter-

The headquarters of the company are 719 and 721 13th street northwest. The company has identified with it some of the most substantial and reputable business

men of the country. The company has secured a manufacturing plant in the heart of the city which has been appraised by real estate dealers in the city at from \$500,000 to \$575,000. The plant will have a capacity of 1,000 telephones per day, including all accessories of central office apparatus. When this plant is thoroughly in operation it will have much significance in the movement toward manufacturing in the District, and will necessitate the employment of many people, thus

materially benefiting labor.

The company has already acquired the property and franchises of the Louislana and Texas Long Distance Telephone and graph Company, naving exc all the important towns along the Southern Pacific railway for 240 miles west from New Orleans.

It has been proved that this company's system can be operated and managed for one-half what it costs all other systems to

do the same thing.

This system renders a full 100 per cent service, while all other systems can render only 10 per cent service, resulting in a serious curtailment of the service and its usefulness and a constant source of complaint about "the line is busy," when, in fact, the line was not and had not been busy, but the operator's ten service cords were all busy, and you must wait until some one was through talking and rang off to give you a

This company can readily handle an exchange system of 100,000 telephones, while it is a physical impossibility for any multi-ple system to handle any such volume of business at any price. Thus it will be seen that it is practically impossible for any one to compete with this company, either in rendering the service or in the rate for the

service that it can afford.

As it has been pointed out, it is a wellestablished fact that the telephone has be-come an indispensable factor in the business machinery of the world, and no one can do without it if he expects to keep pace success; and it is a fact that the use of telephone has increased over 300 per cent in the last three years, as is shown by the official reports of all the companies now doing business.

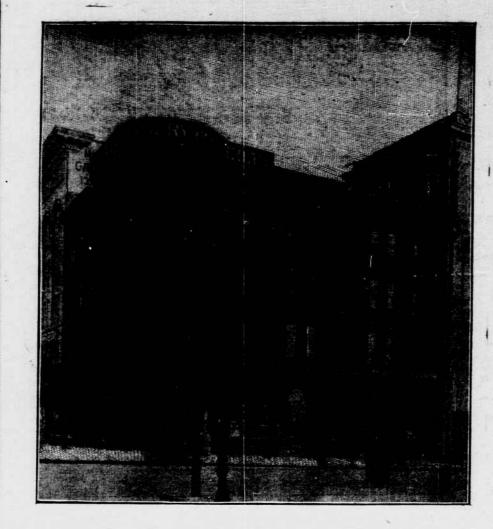
And it is an indisputable fact that if a telephone is placed in every house and every place of business and the rates for service shall be fixed within the reach as important a factor in the household and in the humble places of business as it is now in the offices and homes of the well-lo-do. The growth of the volume of telemone business per telephone, as the rates have been reduced during the past three years, shows conclusively that when the rates shall have been reduced to one-third of what they are now, and a telephone has been placed in every house and every place isiness, the volume of the business will be very largely increased.

It has been the all-absorbing question among telephone men for the past six years as to how to devise a system the cost of which would enable it to be established in every house and every place of business, however humble, and give a first-class service at the rate of two cents per call, and at the same time make a good return to the

This company has created such a system after more than twenty years of practical experience in telephone work, and it can give every one a perfect service at the rate of two cents per call and make a net an-nual profit upon the actual cost of the installation of 30 per cent.

hands of the following: President, S. Rinehart; first vice president, Charles Mackey; second vice president, Daniel ckey; secretary, Henry T. Fay; assist-secretary, J. Miller Kenyon; treasurer, H. Adams, and chief electrician, Ellis Frost. Executive committee: Charles Jackey, chairman; William C. Kean, conard Peckett, H. H. Adams, Henry v. The directors are: H. H. Adams. ent Colonial Steel and Iron Co., New York city, N. Y.; Chas. W. Mackey, president Franklin Rolling Mill and Foundry Co., director American Ax and Tool Co., New York city, N. Y.; Leonard Peckett, president Empire Steel and Iron Co., Cata-Fauqua, Pa.; T. J. Avery of the firm of Avery & McMillen, Atlanta. Ga.; director of Bank of Monroe, Monroe, Ga.; Monroe Cotton Mill Co., Walton, Ga., Cotton Mill Co., Winder, Ga., Cotton Mill Co.; Orrin D. Bleakley, president Franklin Trust Co. Franklin, Pa.; James W. Rowland, president First National Bank Emlenton, Pa.; presi-First National Bank Emlenton, Pa.; president Morgantown (W. Va.) Gas and Water Co.; S. B. Rinehart, president Frick Co. and Citizens' National Bank, Waynesboro, Pa.; T. W. Castleman, president Royal Plaiter Co., New Orleans, La.; John F. Betz, capitalist and brewer, Philadelphia, Pa.; Wm. C. Kean, jr., real estate and insurance, Philadelphia, Pa.; Henry Rinehart, director, Frick Co. and Bacelois National Communications of the Co. director Frick Co. and People's Na-tional Bank, Waynesbero, Pa.; Josiah Mar-vel, president Delaware Charter Guarantee and Trust Co., Wilmington, Del.; Robert C. Morris, attorney-at-law, New York city: Henry T. Fay, attorney-at-law, New York city: Daniel Shockey, vice president this company, Washington D. C.; Ellis F. Frost.

electrician, Washington, D. C.; Andrew Mayer, broker, New York city; J. Mille



first mortgage gold bonds, to be used in J. Maury Dove Company Business Fifty Years Old.

PROMINENT MEMBERS

In May, 1880, Mr. Stover died and the business was taken in charge by Stover and Company, the firm consisting of Mr. Wm. J. Wilson and Mr. J. Maury Dove. This copartnership was dissolved April 1, 1882, and from that time until September 2, 1902, when the J. Maury Dove Company was incorporated, it was conducted entirely by Mr. J. Maury Dove.

On the date of the organization of the

Good Record of Concern for Keeping Down Prices in Blizzards and Strikes.

The business now conducted by the J. Maury Dove Company, incorporated, was established in 1850 by Solomon Stover, esq., the office and yard being located at the corner of 21st and I streets northwest. At that time no anthracite coal reached Washington by rail. It was all shipped by water, and Mr. Stover's supplies were unwater, and Mr. Stover's supplies were unloaded at the mall in Georgetown and hauled from thence to his yard. The location of the business at the above-named point placed Mr. Stover in the close vicinage of what, in those days, was the fashionable what, in those days, was the fashionable part of Washington, and his reputation for honorable dealing soon secured for him a sold during that period, to the present time, when last year about 150,000 tons were disnucleus of the immense family trade of the J. Maury Dove Company, incorporated. J. Maury Dove Company, incorporated. In 1876 Mr. J. Maury Dove entered the terized it.

and the Wonderful Growth

of Its Business.

since the earliest ages, when primitive man

bread and kindred products is one of the

the establishment to witness the interest-

Cleanliness is said to be next to Godli-

ness, and the appearance on every side in

the Havenner bakery indicates that the managers require their employes to strictly

live up to the good old adage. The excel-lent quality of the bread produced is at-

tested to by the many thousands who daily

The Havenner Baking Company is composed of Edward and Benjamin S. Graves. The business was established in 1815 by

Thomas Havenner, who opened a little

bake shop, as it was called in those early days, on a portion of the site where the

business was continued by his son-in-law, Benjamin Charlton. In 1875 Mr. Charlton

so that for a period of eighty-three years it has been in the control of the one family.

In the summer of 1898 the company pur-chased a wide frontage adjoining their bakery establishment, and on this they erected a building 90x140 feet, which was

equipped as a model bakery. The interior of the building is attractive and arranged

with a view to the very best sanitary condition. There is a free entry of life-giving

air and light into the large work room on the first floor, which covers the entire ground space. This apartment is lighted by wide windows in the front and rear and

by skylights in the roof. At night it is brilliantly illuminated by electric lights fur-

invention of Mr. George Thom, the superin-

tendent of the company. These ovens, which are immense affairs, are arranged on

each side of the room, and the feature which appeals to practical bakers is the

fact that they can be hermetically sealed, so that the bread can be baked in its own

aroma.

In the space between the ovens are the

snowy wooden tables on which the bread is molded into loaves, and this is the only

place where the dough is handled by the bakers, the other processes being done en-tirely by machinery. Here the cleanliness and sanitary arrangements are at once ap-

parent to visitors.

The flour used is thoroughly sleved and

aerated and is mixed with water supplied

by an artesian well. This well was drilled

by the firm, and the water, which was analyzed by Prof. Mew, was pronounced pure and free from any organic matter. The new building is used exclusively for the

manufacture of the pure, sweet bread for which the company is noted. The old structure adjoining has been re-

modeled and is used for the manufacture of crackers and biscuits, for which the Ha-

nished by the company's own generator.

use the company's product.

staff of life."

MODERN BREAD MAKING HAS TAKEN HIGH RANK

employ of Mr. Stover, and the management of the business, owing to the ill-health of Mr. Stover, was left entirely in Mr. Dove's hands. Appreciating the necessity, on account of the rapid growth of the business under his management, of

greater facilities for the conduct thereof, Mr. Stover, acting under Mr. Dove's ad-vice, secured control of the wharf property

at the foot of F and G streets, this city, and established a branch yard at the cor-

ner of 12th and H streets northwest, where a coal yard had been conducted for many

Mr. J. Maury Dove.

On the date of the organization of the company the businesses of Mr. Wm. H. Baum, who for thirty-iour years has been in the coal business of Washington, and Messrs. Hagner and Merriam were merged into the new company, the officers and directors of which are as follows: Mr. J. Muary Dove, president; Mr. Wm. H. Baum, vice president; Mr. W. Hamilton Smith, manager; Mr. Wm. M. Dove, secretary; Mr. Randall H. Hagner, assistant manager, and Mr. Michael A. Coughlan, treasurer.

and Mr. Michael A. Coughlan, treasurer.
On the organization of the company Mr.

Merriam retired from the firm of Hagner & Merriam, and Mr. Randall H. Hagner

associated himself with the new concern in the capacity of assistant manager. Mr.

Hagner has been in the coal business for the past eight years, having charge of the

ception, during the first year of Mr. Dove's management, when 5,000 tons of coal were

METHODS EMPLOYED BY THE THE AUCTION BUSINESS OF JAS. HAVENNER BAKING COMPANY. W. RATCLIFFE.

History of This Commercial Landmark He Has Constructed a Building Admirably Adapted to the Purposes of His Trade. Bread making is an art and has been

baked his dough in the heat of the sun or devoured it in an uncooked state. Bread Among the many well-established and making today as illustrated at the thorsuccessful business enterprises in our city oughly up-to-date plant of the Havenner is that of which James W. Ratcliffe is head in the conduct of the auction business at Baking Company on C street between 41/2 No. 920 Pennsylvania avenue northwest. and 6th streets northwest is a marvel. That this model bakery with its modern This house was established in October. 1889, by the present proprietor and Mr. contrivances and machinery for producing Charles W. Darr, under the firm name of Ratcliffe, Darr & Co., both of whom sights of Washington is evidenced by the brought to it may years of successful exlarge number of visitors who daily call at perience in the conduct of the auction busiing and almost magic process of producing ness, Mr. Ratcliffe having had at that time for the multitudes vast quantities of "the twenty-five years' practical experience as an auctioneer.

From the very beginning this now universally esteemed business house took rank as a leader in the business world of Washington, and many of the most important and successful sales of real and personal property made in the District of Columbia since the establishment of the business have been conducted by and through the house now known as James W. Ratcliffe, auctioneer. In 1895 Mr. Ratcliffe purchased from Mr. Darr his interest in the business and Mr. Darr retired from the firm to be present extensive modern bakery now gin the practice of law, and is now one of stands. Mr. Havenner died in 1871, and the our city. associated with him as a partner his nephew, Mr. Edward Graves. The death of Mr. Charlton occurred in 1894, and the

Mr. Ratcliffe since that time has successfully conducted the buisness alone, and by his prompt and business-like methods has business has since been carried on by continued to grow and increase in the confidence of the public, and his long and successful conduct of his business has made him an authority on the values of real and personal property, while his advice and counsel are frequently sought by the courts, lawyers and citizens generally as to the valuation of real and personal property and by the government in the condemnation of real estate for public

> The building used by Mr. Ratcliffe was built especially for him and is, therefore, particularly adapted to the purposes for which it is used. The two upper floors are devoted to the storage of goods and the two lower floors are used for the display and sale of furniture, art goods, rugs and general merchandise. The building extends from the avenue front to C street in the rear, where all merchandise is received and by means of a large freight elevator conveyed to any portion of the house.

> Mr. Ratcliffe is one of the few auctioncers whose business is conducted solely on a commission basis, as he neither buys or sells on his own account, thus being able to render to his patrons the best service without the temptation of speculating at the cost of his consignors.

> Mr. Ratcliffe of late years has made it his especial business to act as auctioneer to trustees in equity and in bankruptcy, and in foreclosures under deeds of trust, real and personal, to receivers in equity causes, collectors, executors and administrators in probate, to attornays-at-law and in fact and in the sale of government property, and he boasts that he numbers more attorneys-at-law among his patrons than all his competitors combined, which fact alone speaks volumes for his ability as an auc-

DR. JOHN W. BISCHOFF

The Famous Teacher, Organist and Composer.

WELL-KNOWN PUPILS

IMPORTANT IN NEARLY EVERY CHOIR IN THE CITY.

Program of the Bischoff Concerts This Season a Notable One-Aid of Mrs. Bis.choff.

The best-known and probably the most industrious person in Washington's musical pircles is Dr. J. W. Bischoff. He has been circles is Dr. J. W. Bischoff. He has been a familiar figure in the musical history and events of the city for more than a quarter of a century. He is a teacher of the voice, organ, plano, harmony and a composer of many good and popular songs, as well as plano and organ pieces. It is quite safe to say that Dr. Bischoff has a longer list of pupils to his credit during the years of his teaching than any other teacher in the District. It has been necessary for many years for him to keep a waiting list, which contains the names of would-be pupils who are too late to obtain a place upon his schedule, and who are anxplace upon his schedule, and who are anxious for the first vacant hour at his dis-

Dr. Bischoff's studio is in the side room of the First Congregational Church, in which church he has for twenty-seven years been the organist and choir director. He has always given this church music of such excellence that it attracts many worshipers, and on the occasions of "extra



Mr. J. W. Bischoff.

music" being announced there is frequently only standing room to be had. Dr. Bischoff is, by the way, a founder member of the American Guild of Organists.

Dr. Bischoff's pupils are to be found in almost every church choir in the city as soloists. Some of them are as follows: Mrs. Nellie Wilson Shir-Cliff, Miss Pauline Whitaker and Mr. M. H. Stevens, soprano, contralto and tenor soloists, respectively, in the New York Avenue Presbyterian Church; Mrs. H. Clay Browning and Mrs. Emma Detweller Oyster, soprano and contralto in the All Souls' Church quartet; Miss Virginia Powell Goodwin and Mrs. Adelaide Lynham Humphrey, director and contralto soloist in the quartet of the Epiphany Church; Miss Elisabeth Antoinette Stuart, contraito of St. Thomas Church; Mrs. Belle Carpenter Henney, contralto of St. Margaret's Church quartet; loist of St. Aloysius choir: Mrs. Joseph Chunn, soprano of Foundry Church quar-tet; Miss Mattle Wade, soprano in the Temple Baptist choir; Mrs. Dayelle Taylor Welch, soprano of Christ Church, Navy Yard; Mrs. Thomas C. Noyes, formerly soprano in the Sixteenth Street Baptist Church; Mrs. Hattle Meads Smith, Miss Edna Scott Smith, Mr. Douglas G. Miller and Mr. J. Walter Humphrey, comprising the quartet of the First Congregational Church; Miss Minnie Bailey, formerly organist in the Metropolitan Presbyterian Church; Mr. Harry Stratton, recent or-ganist in Epiphany Church, now in Europe; Mr. A. Wilbur Bache and Mr. H. Wiley Davis of Hamline choir and Mr. H. D. Lawson of the Metropolitan Methodist Church choir.

These musicians are those who are in "active service," so to speak, and at present constantly before the public. Dr. Bischoff is not only famous as a vocal and instrumental teacher, but as an organist and accompanist he can hardly be excelled. His playing is positively inspiring. He has a peculiarly clear, crisp touch, and is very skilled in the matter of registra-

tion and pedal technique. companying for such a large class of pu-pils has been considerably lightened by Dr. Bischoff's clever and talented wife. She is a fine planist as well as singer. She does much of the playing, particularly at the many concerts in which the professor is interested. Her plano accompaniments, combined with his organ accompaniments, are very effective in the oratorios and cantatas which his choir frequently gives dur-

ing the season.

Mrs. Bischoff is interesting, not only on account of being the professor's wife, but on her own account. She has a high, flexible soprano voice of much sweetness, which has been cultivated so that her col-oratura work, like a bird's, is seemingly spontaneous. Her trill is exquisite. She sings the most difficult roulades and trills with the utmost ease. There are several songs, too, which recently came from the publishers which are her work, both words and music. She has been for some years a harmony and composition student under

Mrs. Bischoff was a pupil of the pro-fessor's when she was Miss Elsie Bond, and they were married about six years ago. She has been his constant companion ever since. They have recently built a pretty home at Fond du Lac, Wis., where they go early in the summer and remain until the first or middle of September. On their way to and from their northern home they are always engaged for a number of rethey make a necital tour every few years.

Mrs. Bischoff's repertoire is large and varied, and a recital for her is a thing of little work, as she is always prepared to give one on short notice.

Dr. Bischoff's songs have a large reputa-

Dr. Bischoff a songs have a large reputa-tion in the south and west as well as in this locality, where they are usually first sung. He does the most of his composing in the summer in the quiet and restfulness of his vacation on the lake. He has a group of six songs to show for his work last summer; each pine of which are cated to a well-known pupil. They are cated to a well-known pupil. They are last summer; each one of which is ded!-"Sweetheart, Be My Sweetheart," dedi-cated to Mrs. H. Clay Browning; "Brave Is the Man," Mr. J. Walter Humphrey; "You and I and Love," Mrs. Belle Car-penter Henney; "Remember, Beloved," Mrs. Shir-Cliff; "Because You Love Me," Mrs. Adelaide Lynham Humphrey, and "The Nightingale Sings," Miss Edna Scott

Smith.

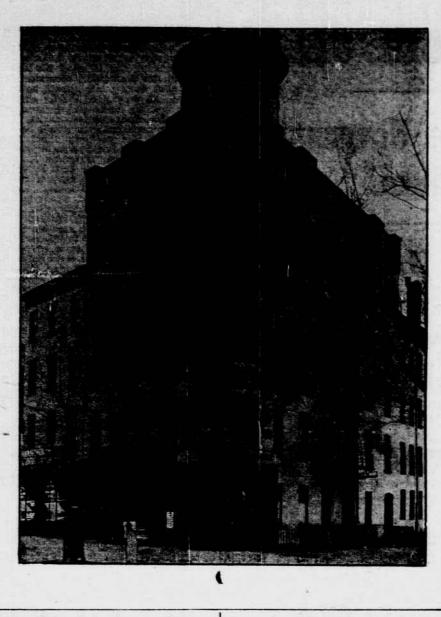
Other well-known songs are "The Love for Me," "If God so Clothe the Grass," dedicated to Mr. Humphrey; "Oh, Cruel Love," dedicated to Miss Elisabeth Stuart; "Retrospection." "She's All the World to Me," "Come, Holy Spirit." "Not Half Has Ever Been Told," "Take Me, Jamie, Dear," "Good Night, Sweet Dreams," the lastnamed being especially successful. It is a song of exquisite melody written for high soprano, but recently transposed and pubsoprano, but recently transposed and pub-lished for contralto.

Another feature of Dr. Bischoff's work

Another feature of Dr. Bischoff's work in the musical life of Washington is the Bischoff course of concerts, which have been given each season for twenty-two years, in the Congregational Church for the benefit of the church.

This year they are particularly interest-

of crackers and obscuits, for which the flact alone depertual, washington, D. C.; Andrew Marking Company is celebrated, one of their specialities being the well-known attorney-at-law, Washington, D. C.; Andrew Marking Company is celebrated, one of their specialities being the well-known of their specialities being the progressive and the progressive specialities being the progressive specialities being the well-known of their specialities being the progressive specialities and successive



FINE PRINTING WORK prises five floors and a basement, embracing nearly 20,000 square feet of space. The

GIBSON BROS.' REPUTATION HAS CEASED TO BE LOCAL.

Beautiful Art Booklets and Catalogues a Specialty - Noted for Prompt and Reliable Methods.

Since 1862, when the business was established, the firm of Gibson Bros. has conducted a successful printing and bookbind-

ing enterprise. With its magnificently equipped establishment this firm is in a position to execute any and all kinds of work in their line with a promptness and excellence rarely

The business was established by John and George Gibson in 1862. In 1868 William Gibson, who was at that time connected with the Baltimore Commercial, formerly the Clipper, was taken into the firm.

equaled.

The three brothers conducted the business until 1897, when John died, leaving William and George to continue the enterprise William Gibson was bern in Ireland, Octo oer 9, 1823, and George was born there Sep-

tember 4, 1839. Both came to this country quite young. William Gibson served in the civil war before entering the firm.

ing and bookbinding. Steam and electric power is used, and all of the most modern The building occupied by the firm com- merit.

PRE-EMINENT POSITION OF B. H. JAMES THARP'S SONS HANDLE STINEMETZ & SON COMPANY.

Has Catered to the Best Society of Business Established in 1878 and Has the Capital City for Nearly Half a Century.

The business houses established prior to 1860 and still in existence in the capital city may be counted almost on the fingers | So great was the novelty that Printers' of the two hands. The few firms that have Ink, the "little schoolmaster in the art of lived through the vicissitudes of the great advertising," commented favorably upon war and the panic of 1873 and the lesser smashes since that time, and that still survive, are almost without exception widely known and among the leaders in their lines, rich, prosperous, respected, patronized by the fashionable people, by the old set as well as the new generation.

The conservative old house of B. H. Stinemets & Son Company is one of the preeminent firms of this class. Established by a shrewd and conservative business man | more room, moved to its present locationof the old school, and perpetuated by his 812 F street son, a man of the modern school, of keen competition, and at the same time larger rewards, it has for nearly half a century been a great fur and hat house in the front position is as prominent and as important as it has been at any time in its history. These cold days of early winter the truth of this statement needs no demonbusy hours. Carriages are at the doors on both Pennsylvania avenue and 13th

stration to any one that cares to visit the fur rooms of the establishment during the street, and inside are nearly always at least two or three of the "swell set" looking at the finest furs to be purchased any-where. Beautiful sealskin cloaks that sell for \$300 or \$400, Persian lamb's wool and sable coats that are sold for nearly double the price of the sealskins, ermine, almost priceless, Siberian squirrel muffs of the flat shape that is the fad this season, all are found in great profusion and beauty. The rich gowns of the society women adorned with the magnificent furs make a picture like an art salon that very few places in Washington can equal. The firm was established in 1856 in the building next east of its present location. There had been no change in the old num-bering of the avenue houses at that time

and "Stinemetz" was then 2'4 Pennsylvania avenue. Benjamin H. Stinemetz, who died so recently, was the founder of the firm. He secured the best trade of the capital city from the first. The family of every President since Buchanan has pat ronized the house, and with them the cab-inet circle and thousands of members of Congress and their wives and daughters.

During the war Mr. Stinemetz built his present building. Ten years ago he added the annex devoted exclusively to furs, fronting on 13th street and running through to the main store. Samuel W. Stinemetz, the son of B. H. Stinemetz, entered the firm when he was a boy, and has been associated in the active management ever since.

The death of Benjamin H. Stinemetz on October 7 last was mourned sincerely by friends of fifty years' standing, as well as by hosts of the younger generation. His death necessitated a change in the firm. and a stock company was formed, under the name of B. H. Stinemetz & Son Com-pany. S. W. Stinemetz & president of the ompany and B. H. Stinemetz, jr., secre-

The hat business of the firm is almost as The hat business of the firm is almost as interesting as the fur business. The firm was the first to obtain an agency of the Knox Hat, and it has been the exclusive agent in Washington ever since. The hat is known all over the world and is worn by many of the biggest and brainiest men in official as well as private life. Its position is almost unique.

composing rooms contain four Lanston monotype machines, insuring rapidity in typesetting and greatly increasing the cacacity of the composing room.

The press room is farnished with Hoe power presses, ranging from the "pony" to the large four-roller, two-revolution, suitable for all kinds of large work. Everything is printed in Gibson Bros.' es-

tablishment from a visiting card to a book, and every facility is afforded for folding stabbing, stitching, sewing, binding, paging, perforating, numbering, punching, ruling paper and card cutting.

Special attention is paid to lithographing and steel and copper-plate engraving. Book pages are electrotyped with care and per-

During the prosperous and highly successful career of this firm it has done work for the leading business men of the city. From time to time it has executed large orders for the government. Among its many productions are the American Annals of the Deaf, the catalogue of the Corcoran Gallery of Art, the Transactions of the Society of Naval Architects and Marine En-gineers, the Bulletin and Proceedings of the American Institute of Architects, the Proceedings, etc., of the American Association for the Advancement of Science, the magazinc of the National Irrigation Association, the Florence Crittenton Magazine, etc.

The reputation of this firm long since ceased to be merely local. Its work em-

braces jobs from many states, and the fill-ing of out-of-town orders has become a

large part of its business.

Both members of the firm are old and leading citizens of the city. Their years of activity in business have made them thoroughly well known and esteemed by their friends and the public for their estimable analysis.

avenue, is one of the most completely equipped in this section of the country. It includes every facility for printing, stereotyping and bookbinding. Steam and electric factors are the printing and bookbinding. Steam and electric factors are the printing and bookbinding. ing and bookbinding. Steam and electric power is used, and all of the most modern machinery, including cylinder and platen presses, form part of the equipment. New and latest style type, as well as all of the old styles, are represented by scores of fonts.

ESTABLISHED IN 1856 SELL BERKELEY RYE

FAMOUS BRAND OF WHISKEY.

Been Highly Success-

The firm of James Tharp's Sons was the first liquor house in this city to advertise. the enterprising spirit of the firm and com-

plimented them upon their sagacity. The move was one that decided its future. The business was established by James Tharp in 1878, at 818 F street. After the death of the elder Tharp, his sons suc-

ceeded to the business, which they continue to operate. In 1892, owing to the rapid growth of the business, the firm, feeling the necessity for

This firm has introduced a decided novelty in the conduct of the liquor business. While it maintains a bar similar to other

bars, it makes a specialty of serving wines rank of fashion and prosperity. Today its and liquors to families. Their store is opened at the hour in the morning other business houses open, but closes at 8 pm., and is never opened on a legal holiday. This firm has for twenty-five years sold Berkeley Pure Maryland Rye Whiskey. Its

uniform quality and careful and perfect ageing has made it an ideal whiskey for medcinal purposes. Its purity and reliability is such that many physicians prescribe it in their practice. The sales of Berkeley Rye are enormous, and many delivery wagons are kept busy delivering to families throughout the city.

The popularity of Berkeley Rye is such

that many prominent men seeking a liquor of purity and unadulterated manufacture come from far corners of the city to the establishment to secure the product. Many prominent persons insist on having Berkeley Rye to the exclusion of any other, both for the well-known exc lience of it and from the conviction that James Tharp Sons only handle what is the best. The business is not confined to the ale of Berkeley Rye, nor to the bar trade, but a full line of imported and domestic liquors is carr'ed in stock. The firm makes a specialty of catering to families, and guarantees quick delivery of orders received by mail or telephone. The

tion of industry and modern methods of Persistent advertising has played an important part in the success of this firm. Always before the public he alding their wares in an attractive form has resulted in

orders received by mall or telephone. The business has been built upon a solid founda-

a volume of business that is yearly increas-Many liquor houses that sta ted at or about the time James Tharp's Sons began business have dropped out, leaving I tile trace of their existence. This firm by paying particular atte tion to its tr de wit families throughout the city, as grown so steadily that its p esent quarters are about one-half too small to accommodate the demanas of business.

The members of the firm of James Tharp's Sons are young men of bus ness ability, reliability and believers is un-to-date methods of conducting business. It is worthy of note that the pered to established by this l'quor house in advertising its goods has been fell we'l by other

ASPHALT PIONEER

Cranford Paving Company Has Made Many Streets.

LAID HALF MILLION YARDS OF CONCRETE IN CITY.

Has Constructed Foundations for Many of the Modern Fireproof Structures.

When visitors to the capital of the nation go back to their homes to tell of its wondrous and manifold beauties the thing they dwell upon above all others is of the glorious sweep of our wide, tree-lined avenues. They have not very much to say in praise of our sidewalks, but they never get done telling of our well-paved streets.

In no other city of the world can such streets be found. A few cities, perhaps, can compare favorable with us-Paris, for instance-but it is only in spots. Certainly no other city can equal with us in our almost universal use of water-proof pavements. Some people say we treat our horses better than we treat ourselves. But that is another matter, a matter, no doubt, that will receive the attention it deserves sooner or later. The sooner the bet-

Too much cannot be said in praise of our street pavements. What would Washing-ton be without them?

The demand for a suitable street pave-

The demand for a suitable street pave-ment was so great, even as far back as Governor Shepherd's time, that the most ingenious men of the day gave it time and thought. When the late Governor Shep-herd first began his experiments in an ef-fort to find the right kind of pavement, he mad with the most strengous exposition on met with the most strenuous opposition on



J. H. Cranfort

the part of property owners. They recognized the necessity of improving the streets of Washington, but they showed a woeful lack of far-sightedness by their unwillingness to foot the necessary bills for the causally necessary experiments. equally necessary experiments. But Gov-ernor Shepherd went right on with his experiments, undismayed and undeterred by popular disapproval. His failures and his limited successes are now a part of the

Real success did not come until the late Major Henry L. Cranford laid the first of the so-called water-proof pavements in the city of Brooklyn. Major Cranford was a pioneer of monolithic pavements. His first pronounced success was in the year 1867, in the city of Brooklyn, as stated above. This work was done under the name of the "Scrimshaw Pavement Company," and the pavement itself was called the "Patent Scrimshaw Pavement." It was practically bituminous macadam, being a mixture of coal tar, broken stone and sand.

In 1871 Major Cranford came to Washington and engaged in the general contracting and street-paving business, and was among the first to engage in asphalt was among the first to engage in asphalt street paving in the District of Columbia. Asphalt for the purpose of street paving was introduced about this time in place of coal tar, etc., and Major Cranford laid the first streets paved with asphalt in this city. Notably among these is Vermont avenue between H and I streets northwest, in front of the Arlington Hotel. This pavement was laid in the year 1876, and up to a very short while ago it has never needed repairing, and today stands as one of the finest, if not the finest, piece of asphalt

paving in the world.

Major Cranford also introduced "granolithic" and "artificial stone" pavements in this city. In the year 1880 the first "granolithic" pavement was laid by him, under the "Stuart patent," in front of the National Hotel, and today this pavement is still in use.

Major Cranford was closely identified with the improving and beautifying of this city under Governor Shepherd, and many large contracts were carried out by him.

an extent, the Cranford Paving Company was formed and incorporated under the laws of the state of West Virginia, Major Cranford, as president and treasurer, comducting the management of the new concern. Major Cranford continued as presi-dent and treasurer of the company until his death, August 23, 1896, and was succeeded by his son, Joseph H. Cranford, over 500 000 (half a million) square yards

of asphalt street pavements and thousands of square yards of asphalt footwalks and roadways in the United States government reservations, etc. It has also laid thou-sands of yards of cement sidewalks in the District for the District of Columbia, The company for many years confined its work to asphalt and artificial stone paving, but during late years, besides all classes o paving, has made a specialty of concrete construction. Samples of special

done in this line are: Basin of experimental model tank at the Washington navy yard, constructed entirely of concrete. It is about 500 feet long and

60 feet in width. Century building, No. 412 5th street north west constructed entirely of concrete, in-cluding partitions reinforced with twisted steel bars, under the Ransome system of concrete construction. This building repre-sents the most modern of preproof construction.

Massive concrete foundations and walls for Ohio Hall of Government, American University grounds, near Tennallytown. The company has also constructed many The company has also constructed many heavy foundations, among which are those for the new building of the United States Electric Lighting Company, 14th and E streets northwest, where six feet of concrete the area of the building was placed on top of pile foundation, and also foundation for addition to this building erected at 131/2 and B streets; also foundations for Union Trust and Storage Company warehouse 1st and K streets northeast, and for

the Carnegle Library, etc. It has done work for all branches of the District and United States governments, among which should be mentioned the water-proofing of foundations and basement water-proofing of foundations and basement walls vaults and court of the new build-ing for the United States government print-

ing office.
The present officers of the company are The present officers of the company are I. H. Cranford, president and treasurer; Percy Cranford, vice president and general manager and H. S. Houghton, secretary. The company, which for many years was located at No. 1418 F street northwest, has recently moved its office to the ninth floor of the Home Life building, at 15th and G.

Great Bear Lithia Water.

streets northwest

Washington's leading table water is from Washington's leading table water is from the Great Bear Spring, located near Fulton. Oswego county. N. Y. The daily increase of sales is due to its purity and convenient packages, each package containing four gallons there being six sealed glamstoppered bottles delivered to the family at the moderate price of 50 cents.

The water has been sold very extensively in Greater New York and Philadelphia for nearly years.